

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 053137

R 010733Z APR 75  
FM AMEMBASSY MOSCOW  
TO SECSTATE WASHDC 8784  
INFO AMEMBASSY STOCKHOLM  
USDOC WASHDC

C O N F I D E N T I A L MOSCOW 4408

E.O. 11652: GDS  
TAGS: BBAK, BPRO, UR  
SUBJECT: AIR TRAFFIC CONTROL PROPOSALS

USDOC FOR BEWT/DOWNEY

REF: STATE 71205 (NOTAL)

1. IN EFFORT CLARIFY SITUATION REGARDING SOVIET ATC CONTRACT, COMMATT CONTACTED OFFICIALS OF MINISTRY OF CIVIL AVIATION (L. TYUKHIN) AND ELEKTRONORGTEKHNIKA (V. YASHIN) MARCH 31 TO DETERMINE WHETHER CONTRACT HAD ACTUALLY BEEN SIGNED WITH STANSAAB. BOTH TYUKHIN AND YASHIN DENIED THAT CONTRACT HAD BEEN SIGNED. HOWEVER, IN RATHER UNUSUAL MOVE WHICH MAY INDICATE THAT SOME ACTION IS IMMINENT, TYUKHIN ADVISED COMMATT THAT MME. ANODINA OF CIVIL AIR MINISTRY WISHED TO MEET WITH SLIMAK OF UNIVAC IN MOSCOW "AS SOON AS POSSIBLE." TYUKHIN ASKED COMATT TO PASS THIS MESSAGE TO SLIMAK, WHICH HAS BEEN DONE.

2. EMBASSY HAS SEEN NO MENTION IN SOVIET PRESS OF CONTRACT SIGNING, WHICH MIGHT BE EXPECTED GIVEN IMPORTANCE OF CONTRACT. WE WOULD APPRECIATE ANY INFORMATION EMBASSY STOCKHOLM COULD SUPPLY ON STATUS OF STANSAAB-SOVIET TALKS WHICH CAN BE OBTAINED FROM SWEDISH SOURCES.

3. WITH REFERENCE TO COMPETING PROPOSALS SUBMITTED BY AIL AND AIL LICENSEE FROM CANADA (REFTEL), IMPRESSION IS UNAVOIDABLE THAT SYSTEMS PROPOSED BY VARIOUS COMPETITORS, SPERRY-UNIVAC,  
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STANSAAB, THOMSON-CSF, AIL ETC. ARE SIPLY NOT COMPARABLE.

OTHERWISE, WE SEE NO WAY IN WHICH AIL COULD COME IN WITH BID WHICH IS LESS THAN 10 PERCENT OF PRICE DEMANDED BY UNIVAC, EVEN THOUGH WE UNDERSTAND THAT UNIVAC HAS PLACED A HIGH VALUE ON ITS EXTENSIVE EXPERIENCE IN THIS AREA. IN THIS REGARD, EMBASY RECALLS FREQUENT COMPLAINTS VOICED BY VARIOUS U.S. COMPETITORS SINCE ATC COMPETITION BEGAN IN AUGUST 1973 OVER LACK OF CLARITY IN SOVIET SPECIFICATIONS. IT WOULD APPEAR THAT ON SEVERAL IMPORTANT ASPECTS OF ATC SYSTEM, SOVIETS SIMPLY DID NOT KNOW WHAT THEY WANTED. COMPETING COMPANIES WERE OBLIGED TO MAKE THEIR OWN ASSUMPTIONS ON THESE POINTS, WITH CONSEQUENCE THAT SYSTEMS OFFERED VARY SUBSTANTIALLY, BOTH IN TERMS OF CAPABILITIES AND PRICE.  
STOESSEL

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